

Message Text

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ACTION NEA-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

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R 080935Z APR 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 9223

AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY MANAMA

UNCLAS KUWAIT 1344

BEIRUT FOR LEFEAVER

E.O. 11652: N/A

TAGS: BEXP, KU

SUBJECT: U.S. COMMUNICATIONS EQUIPMENT AND SERVICES
TRADE MISSION

REF: (A) KUWAIT 4237 (B) KUWAIT 4238 (C) USDOC 1751
(D) STATE 60394

SUMMARY: EMBASSY HAS RECEIVED BRIEFING FROM ADVANCE MAN KUPFER ABOUT MISSION PLANNING. BELIEVE MISSION OVERWEIGHTED WITH SUPPLIERS RADIO EQUIPMENT, AND WE FORESEE SOME PROCEDURAL PROBLEMS FOR THOSE WHO DEALING CHIEFLY WITH GOK MILITARY. WE SUGGEST COMMERCE CONTACT APPROPRIATE DOD OFFICIALS CONCERNING MILITARY ASPECTS OF MISSION. OPPORTUNITY EXISTS FOR SUBSTANTIAL SALES ROAD SIDE COMMUNICATIONS EQUIPMENT. EMBASSY REQUESTS \$1264 FOR PROMOTIONAL EXPENSES. END SUMMARY.

1. AFTER STUDYING MISSION INFORMATION SHEETS WITH ADVANCE MAN KUPFER, BELIEVE MISSION TOO HEAVILY WEIGHTED WITH SUPPLIERS OF RADIO EQUIPMENT TO DETRIMENT OTHER LINES EQUIPMENT IN SUCH FIELDS AS TELEX, TELEPHONY, AND DATA TRANSMISSION AND STORAGE SYSTEMS. MOREOVER, MANY MISSION MEMBERS WOULD NORMALLY REQUIRE
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INDIVIDUAL OR GROUP APPOINTMENTS WITH GOK DEFENSE OFFICIALS,

HOWEVER, GIVEN GOK DESIRE TO HANDLE ALL SIGNIFICANT MILITARY EQUIPMENT PURCHASES ON GOVERNMENT-TO-GOVERNMENT BASIS, INDIVIDUAL APPOINTMENTS WITH THESE OFFICIALS WILL NOT BE POSSIBLE. EMBASSY WILL ENDEAVOR TO GIVE MISSION THOROUGH BRIEFING FROM DOD PERSONNEL ATTACHED TO EMBASSY CURRENTLY HANDLING ALL SUCH DEALINGS WITH GOK.

2. SUGGEST COMMERCE INFORM DOD OF MISSION DETAILS AND ARRANGE WASHINGTON BRIEFING FROM DOD OFFICIALS CURRENTLY FOCUSING ON ON MILITARY SALES TO THIS AREA. WE SUGGEST INITIAL CONTACT BE MADE WITH JOSEPH HOENIG DOD/OSD/DSAA WHO HAS SUBSTANTIAL REGIONAL RESPONSIBILITIES FOR THIS AREA AND COULD, IF NECESSARY, CONTACT ANY OTHER APPROPRIATE OFFICIALS CONCENTRATING ON MILITARY COMMUNICATION EQUIPMENT SALES TO THIS REGION.

3. BELIEVE THERE OPPORTUNITY IN KUWAIT FOR SUBSTANTIAL SALE OF ROADSIDE EMERGENCY COMMUNICATION EQUIPMENT, ESPECIALLY SOLAR-BATTERY POWERED.

4. BASED ON JUST COMPLETED WATER RESOURCES TRADE MISSION ADVANCE MAN AND COMMOFF BELIEVE FOLLOWING BUDGET NECESSARY FOR SUCCESSFUL MISSION:

PROMOTION:

TRANSPORTATION (AIRPORT)	\$ 35.00
AUTOMOBILE AND DRIVER RENTAL	
(4DAYS)	\$ 600.00
PRINTING & MAILING FLYERS AND	
BROCHURES	\$ 34.00
PHOTOGRAPHY	\$ 50.00
SECRETARIAL/TRANSLATOR	\$ 100.00
DIRECTOR'S SUITE (5 NIGHTS)	\$ 445.00

TOTAL	\$ 1264.00
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HOSPITALITY

RECEPTION (100 GUESTS)	\$ 630.00
PRINTING & MAILING	
INVITATIONS	\$ 30.00
AUTOS & DRIVERS	

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(BALANCE)	\$ 282.00
TIPS	\$ 30.00
TOTAL	\$ 972.00

5. APPOINTMENTS WILL BE HELD OUTSIDE OF HOTEL MAKING BIC UNNECESSARY.

6. EMBASSY UNABLE AT THIS TIME TO GIVE DETAILED PROGRAM
FOR MISSION BUT COMMERCE CAN ASSUMED EMBASSY BRIEFING AND
MISSION RECEPTION WILL BE HELD DURING MAY 14 & 15. INDIVIDUAL
AND GROUP APPOINTMENTS WILL BE SCHEDULED EVERY DAY BUT FRIDAY
MAY 16 (MUSLIM SABBATH) WHICH WILL BE OPEN TIME. MORE DETAILED
SCHEDULE WILL BE MADE AVAILABLE TO COMMERCE AT LATER DATE.
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